

Message Text

UNCLASSIFIED

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E.O. 11652:N/A

TAGS: BFOL, GW

SUBJECT: ADS REQUEST FERREX INTERNATIONAL, INC., NEW YORK, N.Y.

FOR MIG WELDING TORCHES - FOLLOW-UP

1. FOLLOWING FIRM IS INTERESTED AS A NEW PROSPECT:

ING. JOSEF STAPF, SCHALTGERAETE UND SCHWEISSTECHNIK

6000 FRANKFURT/MAIN

LILIENCRONSTRASSE 35

CONTACT: HERR JOSEF STAPF. INDICATED INTEREST IN FERREX

WELDING EQUIPMENT. HE ASKED THAT THE FOLLOWING REMARKS BE TRANS-

MITTED TO FERREX: HE HAD BEEN HANDLING FOR THE PAST 20 YEARS

IN SOUTHERN GERMANY THE PRODUCTS OF THE GERMAN COMPETITOR,

KELLER & KNAPPICH IN AUGSBURG, AND PARTED FROM IT AFTER THE

KELLER COMPANY WAS REORGANIZED INTO A SUBSIDIARY OF A NEW PARENT

COMPANY.

2. A CHECK WITH THE FIRM, PETER GOERRES, FRANKFURT/AMIN, INDICATED

THAT A TIME OF FERREX INITIAL APPROACH IN LATE 1972 THE PRICE

FOR CABLEHOZ OFFERED BY FERREX WAS TOO HIGH. GOERRES STILL IS

INTERESTED IF PRICE FOR CURRENT METER OF COAX CABLE BY FERREX

WOULD BE SOMEWHERE BETWEEN 15 AND 19 DM.

HILLENBRAND

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